# Medium to Large Deals in Pipeline- Attraction: Average Wage
# Economic Development
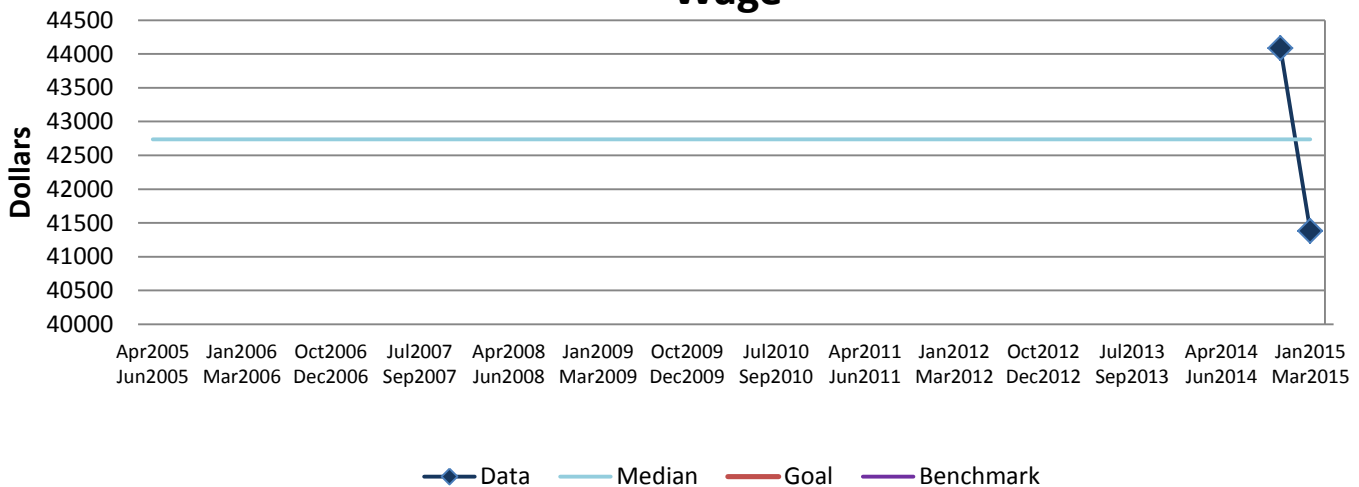
**LouieStat**

**KPI Owner:  Rebecca Fleischaker**                     **Process:  Business Attraction**

| Baseline, Goal, & Benchmark | Source Summary | Continuous Improvement Summary |
|---|---|---|
| Baseline: TBD | Data Source: SalesForce | Plan-Do-Check-Act Step 1: Define the problem |
| Goal: TBD | | Measurement Method: Average wage of company reported data |
| | Goal Source: TBD | |
| | | Why Measure: Higher wages improve local economy and quality of life; aligns with Metro Goal # 9 |
| | Benchmark Source: TBD | Next Improvement Step: Increase average wage of attracted businesses |
| Benchmark: TBD | | |

## How Are We Doing?

| Apr2010-Mar2015 5 Year Goal | Apr2010-Mar2015 5 Year Actual | | Jan2015-Mar2015 Goal | Jan2015-Mar2015 Actual | |
|---|---|---|---|---|---|
| **TBD** | **85,472** | | **TBD** | **41,383** | |
| Dollars | Dollars | | Dollars | Dollars | |



Good



**The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.**